INTERNATIONAL PARTNERSHIP PROGRAM
Since 1975, CHEMTECH Foundation has been creating B2B technology platforms for the core industrial sectors of Chemical Processing, Oil & Gas, Refining & Petrochemicals, Specialty Chemicals, Pharma & Biotechnology, Power, Infrastructure & Architecture, Industrial Automation, Water Management, Inland Waterways & Ports. Chemtech is in the 5th decade of serving the industries and from tradeshow for chemical processing equipment & technologies in 1975, the flagship event has evolved as the largest platform in India to create an ecosystem that comprises of upstream, midstream, downstream and specialty chemicals.

International Partnership Program (IPP) aims to foster stronger partnerships with the Indian chemical industry and the allied services providing sectors. The program has been specifically designed to enable multiple organizations from the same country to have maximum exposure in the Indian market and provide direct connect with the key decision makers to explore business opportunities during international exhibitions and conferences organized under CHEMTECH umbrella. IPP is a tailor made program offered by CHEMTECH to international industry associations and overseas chambers of trade & commerce to create an opportunity for their member companies to connect with the Indian industries through:

**International Delegation Visit** - Pre-planned schedule for members of delegation to industrial tradeshows organized under umbrella of CHEMTECH Foundation to meet potential customers and vendor development

**Country / Association Pavilion** - Technology & product display by companies from same country or members of association in minimum 50 sq. m. space in the exhibition hall

**B2B Meetings** - Customised meetings to explore synergistic partnerships during event to facilitate collaborations

**Industry visits** - Pre-planned travel to factories for potential customers or vendor development

**Networking reception** - Formal evening get together only for the overseas delegation to connect with the key decision makers from targeted industries

**Directory Listing** - Publishing company information, products list and contact details in Who’s Who – the exhibitor’s directory
Faster penetration in the **Indian market**

Present latest equipment, technologies & services to **19,000+** industry professionals

Network with **300+** influencers & decision makers from Indian chemical industry & allied services sectors

**B2B meetings** with potential customers & vendors

Connect with international players from **18+ countries**

**Complimentary passes** for Technical Conferences, networking evening and Awards presentation ceremony

 Preferential rates for accommodation through **travel partners**
PEEK INTO OPPORTUNITIES IN INDIAN MARKET

**Crop protection chemicals**
- Over 70,000 commercial products
- Crop protection chemicals to reach USD 7.5 billion by 2019.
- Petrochemical market to reach USD 100 billion by 2022
- Chloralkali market to reach USD 4 Million through 2019
- 100% FDI
- 42 Projects
- Total investments - USD 820.2 million

**USD 778.90 billion opportunity in infrastructure by 2022**
- Turnover of capital goods industry is expected to increase to USD 115.17 billion by 2025
- Engineering R&D market will increase from USD 28 billion in FY18 to USD 42 billion by FY22
- Market size Process plant equipment: USD 3.7 billion
- 100% FDI in Capital Goods
- 49% FDI in Services

**Specialty Chemicals**
- Market to reach USD 70 billion by 2020
- 100% FDI

**Pharma Market size**
- To reach USD 55 billion by 2020
- Biosimilars market to be USD 40 billion by 2030
- 74% FDI is permitted in this sector
- Projects = 20
- Investments = USD 276.6 million

**Water & Waste Water**
- Projects = 581
- Investments = USD 7.5 billion
Oil & Gas

100% FDI in Exploration, Marketing & infrastructure related to marketing of petroleum products and natural gas

Projects = 12
Investments = USD 3.2 billion

9% increase in LNG imports by 2022

15 MMTPA total regasification capacity addition
Additional 13,000 km pipeline gas network
CGD to attract over USD 1.3 billion in next decade; 10,000 additional CNG stations

100% FDI LNG Regasification infrastructure
100% FDI in Marketing & infrastructure related to natural gas

77% rise in refining capacity by 2030

60 MMTPA Greenfield refinery on East coast
Capacity additions: PSUs: 37 MMTPA - IOCL; 20 MMTPA ONGC - HPCL, 20 MMTPA - BPCL
Private players: 30 MMTPA - RIL; 25 MMTPA - Vadinar Refinery

49% FDI in PSU refineries

Heavy electrical equipment: USD 24.2 bn

Investment opportunity of USD 137.4 mn in renewable energy
USD 179.31 billion investment opportunity across thermal, hydro, nuclear & renewable

100% FDI allowed under automatic route

100% FDI under automatic route is permitted in construction sector for cities and townships

100 smart cities
1095 projects
investment of USD 39.4 bn

187 projects in ports & shipping requiring USD 23.2 bn investment

100% FDI allowed
Facts & Figures 2019

- **EXHIBITORS**: 612
- **VISITORS**: 18,962
- **CONFERENCES**: 6
- **DELEGATES**: 923
- **STUDENTS**: 2,150
- **COUNTRIES**: 18